

Message Text

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PAGE 01 TAIPEI 05185 310316Z

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ACTION EA-09

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UNCLAS TAIPEI 5185

FOR: USDOC/BIC/OIM/EA/KELLY

E.O. 11652: N/A

TAGS: BEXP, TW

SUBJECT: COMMUNICATIONS SYSTEMS & EQUIPMENT EXHIBITION,
NOVEMBER 15-19, 1976

REF : (A) USDOC 11093, (B) USDOC 12704

1. REFTEL (A), ITEM 3 AND REFTEL (B), ITEM 2(1): TC
CONTACTED MR. TONY HUANG, SALES MANAGER, 3M TAIWAN LTD.,
CONCERNING PARTICIPATION. HUANG AGREED TO PARTICIPATE IN
SUBJECT EVENT DISPLAYING 3M'S SPLICING SYSTEMS FOR
COMMUNICATIONS PURPOSES, A NEW PRODUCT LINE WHICH 3M
HAS NOT PREVIOUSLY MARKETED IN TAIWAN. PA AND NTM FEE WILL
BE SIGNED AND PAID LOCALLY DURING WEEK OF AUGUST 2.
3M CO. CAN BE CONSIDERED SOLID VERBAL. DISPLAY MATERIALS
WILL ORIGINATE FROM THE U.S.

2. REFTEL (A), ITEM 5 AND REFTEL (B), ITEM 2(4): MR.
DAVID FANG, MANAGER, MARKETING & PLANNING DEPARTMENT,
TAIWAN FUJI XEROX CORP., AGREED TO PARTICIPATE IN SUBJECT
EVENT TO DISPLAY XEROX FACIMILE UNITS FOR THE FIRST
TIME IN TAIWAN. FANG WILL SIGN PA AND PAY NTM FEE IN
TAIWAN DURING WEEK OF AUGUST 2. XEROX CAN BE CONSIDERED
SOLID VERBAL.

3. REFTEL (A), ITEM 4 AND REFTEL (B), ITEM 2(3):
MR. THOMAS W. DELAHANTY, PRESIDENT, TAIWAN INTERNATIONAL
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STANDARD ELECTRONICS, LTD., INFORMED TC THAT HE CONTACTED

JAN NEELS, ITT FAR EAST HONG KONG. CONCERNING PARTICIPATION.
BOTH AGREED THAT ITT CORP. SHOULD PARTICIPATE IN SUBJECT
EVENT AND DISPLAY ELECTRONIC SWITCHBOARDS MANUFACTURED
BY ITT'S CHICAGO PLANT. THEY RECOMMENDED PARTICIPATION
TO MR. JOHN BISHAR, ITT NEW YORK HEADQUARTERS. REQUEST
OIM CONTACT BISHAR AND ENCOURAGE PARTICIPATION.

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Message Attributes

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